

2006 Veterans & Service-Disabled Small Business Conference

Mr. Lee Thompson
Assistant Deputy Assistant Secretary
of the Army
Policy and Procurement –
Iraq/Afghanistan



Army Contracting: One Community Serving Our Soldiers, Serving Our Nation

2006 Veterans and Service-Disabled Small Business Conference

Veterans Doing Business with the Department of Defense



Doing Business with the Army

- Step 1: Know thyself.
- Step 2: Know your customer.
- Step 3: Know your product.
- Step 4: Know where to go and who to speak with.
- Step 5: Know your competition.
- Step 6: Know the regulations.



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Regulations

- SDVOSBs should become knowledgeable of the Federal Acquisition Regulations (FAR) and band together to push for set-asides.
- FAR Part 19 Small Business Programs
 - FAR 19.202-2: The contracting officer must, when practicable, encourage maximum participation by small businesses in acquisitions by finding small businesses (see FAR Part 19.202-2) and publicizing the solicitations (see FAR Part 19.202-2).
 - FAR 19.3: Determination of Small Business Status for Small Business Programs. Are you a small business?
 - FAR 19.5: Set-Asides for Small Businesses. Will the acquisition be exclusively set aside for small business participation?



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Regulations

- SDVOSBs should also become knowledgeable of:
 - Part 219 of the Defense Federal Acquisition Regulations (DFARS)
 - Part 5119 of the Army Federal Acquisition Regulations (AFARS)

Know your regulations!!



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Army Materiel Command

“Small businesses are vital to our Nation's economic capability and a critical enabler of our increased military capabilities. Agile and innovative, small businesses provide our Army and Nation essential support every day. From the laboratory to the foxhole, small business is there!”



General Benjamin S. Griffin
Commanding General
US Army Materiel Command



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Army Materiel Command

HQ US Army Materiel Command (AMC)
Small Business Office

Scott Crosson
Jana Tull

Associate Director
Deputy Director

9301 Chapek Road
ATTN: AMCSB
Fort Belvoir, VA 22060-5527

www.amc.army.mil/amc/smlbus/index.html

For business opportunities:

www.fedbizopps.gov



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Army Materiel Command

AMC Buying Activities

Army Field Support Command (AFSC)

Aviation and Missile Life Cycle Management Command (AMCOM)

Communications – Electronics Life Cycle Management Command (C-E LCMC)

Research, Development & Engineering Command (RDECOM)

TACOM Life Cycle Management Command (TACOM LCMC)



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Army Materiel Command

AMC Buying Activities

AFSC

ATTN: AMSFS-SB

1 Rock Island Arsenal

Rock Island, IL 61299-6500

Bob Matthys

www.afsc.army.mil

AFSC's mission is to maintain the readiness and accountability of the Army's pre-positioned stocks, operational project stocks, sustainment stocks, and global and contingency operations support.



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Army Materiel Command

AMC Buying Activities

**RDECOM
ATTN: AMSRD-SB
5183 Blackhawk Road
Aberdeen Proving Ground, MD 21010-5424**

John O'Brien

www.rdecom.army.mil

RDECOM is committed to satisfying the urgent need to quickly transition technology to the field. Although the research, development, and engineering centers belong to RDECOM, the commodity commands continue to buy products and services for these centers.



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Army Materiel Command

AMC Buying Activities

AMCOM

ATTN: AMSAM-SB

Redstone Arsenal, AL 35898-5000

David Seitz

www.redstone.army.mil

AMCOM conducts, performs, and manages basic and applied research and engineering, acquisition, integrated logistics, materiel readiness management, advanced development and maintenance support functions for all assigned (aviation/missile weapons) systems/subsystems, and associated equipment.



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Army Materiel Command

AMC Buying Activities

**CE-LCMC
ATTN: AMSEL-SB
Fort Monmouth, NJ 07703-5005**

Marcia Easton
www.monmouth.army.mil

The C-E LCMC is responsible for integrated commodity management and research and development of communications, communications electronics intelligence equipment, electronic warfare, aviation electronics, combat surveillance, target acquisition and night vision equipment, photographic and microfilming equipment, identification friend or foe systems, automatic data processing, radar, meteorological and electronic radiological detection materiel, camouflage, and electric power supply equipments.



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Army Materiel Command

AMC Buying Activities

**TACOM LCMC
ATTN: AMSTA-CS-SB
6501 E. Mile Road
Warren, MI 48397-5000**

Patricia Redding

<http://contracting.tacom.army.mil/sbo/sbo.htm>

TACOM is the life-cycle manager of the Army's ground combat equipment. It develops, fields, and sustains over 3,000 mobility and armaments systems falling into these categories: combat vehicles, tactical vehicles, trailers, construction and materiel handling equipment, tactical bridges, fuel and water distribution equipment, chemical defense equipment, howitzers and large caliber guns, mortars, rifles and machine guns, ammunition, aircraft armaments, demolition and explosives, rail, watercraft, and petroleum and lubrication equipment.



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Army Contracting Agency

ACA

Alice Williams-Gray

Associate Director, ACA Small Business Program

alice.williams@hqa.army.mil

Website for each Associate Director of Small Business for the ACA:

www.sellingtoarmy.info

Army Single Face to Industry

<https://acquisition.army.mil/asfi/>



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What the Army Buys



National Guard Bureau (NGB)

- Base Operations; Information Technology Services/Equipment
- Construction/ Environmental Projects
- <http://www.arng.army.mil/tools/contracting>



Military Surface Deployment & Distribution Command (SDDC)

- Travel Services
- Transportation and Storage of Personal Property
- <http://www.sddc.army.mil>



Space & Missile Defense Command (SMDC)

- Research and Development
- Engineering Support Services
- <http://www.smdc.army.mil/SADBU/SADBU.html>



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What the Army Buys



US Army Contracting Agency (ACA)

- Installation Supplies & Service
- Information Systems
- <http://aca.saalt.army.mil>



US Army Corps of Engineers (ACE)

- Military/Civil Works Construction Projects
- Environmental Projects
- <http://www.hq.usace.army.mil/hqsb/>



US Army Materiel Command (AMC)

- Combat Systems
- Information Systems
- <http://www.amc.army.mil/amc/smlbus>



US Army Test & Evaluation Command (ATEC)

- Development and Operational Testing of Weapon Systems
- <http://www.atec.army.mil/>



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What the Army Buys



- Contracting Center of Excellence (formerly DCC-W)**
- Supplies and Services for Organizations in National Capital Region
 - <http://dccw.hqda.pentagon.mil/smallbiz/index.htm>



- US Army Intelligence & Security Command (INSCOM)**
- Intelligence Security Information Systems
 - <http://www.inscom.army.mil>



- US Army Medical Command**
- Medical Supplies and Health Care Equipment
 - Professional Services
 - <http://sb.amedd.army.mil>



- US Army Medical Research & Materiel Command (MRMC)**
- Medical Research
 - <http://www.mrmc.smallbusopps.army.mil/>



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Army Statistics

- In FY 06, the Army awarded more than \$20B to small businesses in FY 06.
- In FY 06, 3 Army commands exceeded the 3% SDVOSB goal.
- In FY 05, 35 Army activities exceeded the 3% SDVOSB goal and received the Department of Veterans Affairs Champions of Veterans Enterprise Award (the highest number in the Federal Government.)



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Army SDVOSB Accomplishments

- Army recognized as Top 10 Federal Agencies by *Veterans Business Journal*
- Highest Percentage Increase and Dollars Awarded in DoD
 - SDVOSBs: From \$233M in FY 2004 to \$501M in FY 2005
 - VOSBs: From \$534 million in FY 2004 to \$1.6 billion in FY 2005
 - Total: Over 2.1B Combined (2.8%)
- Launched First SDVOSB Business Development Website
- Awarded First Mentor-Protégé Agreement with SDVOSB
- Developed First Public Law 108-183 Training (Veterans Benefits Act of 2003)
- Sponsored First National Veterans SB Conference
- In-process of Developing First SDVSOB Leadership Training



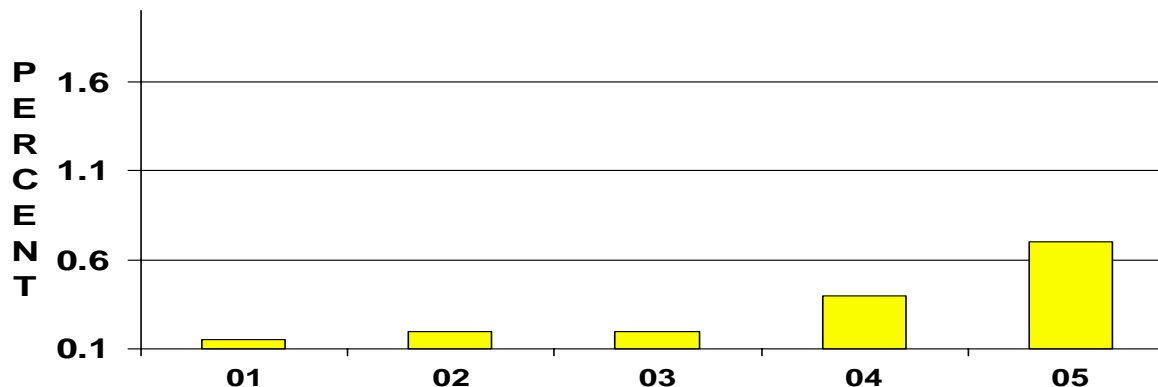
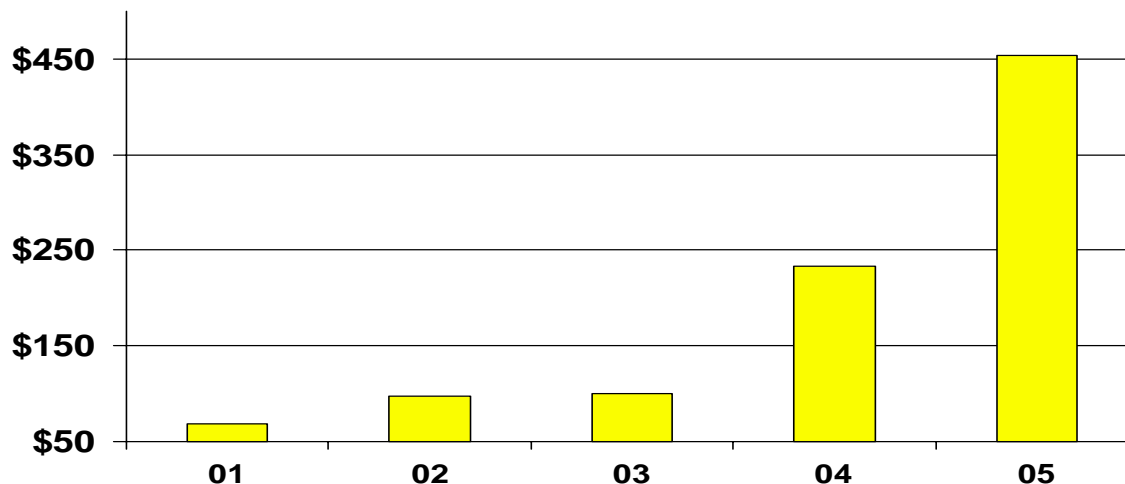
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Army SDVOSB Program History



\$ in millions



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Army Prime Contract Awards – FY 05

	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$70,802			
Small Business	\$20,381	28.8%	27.0%	23.0%
Small Disadvantaged Business	\$ 6,658	9.4%	8.8%	5.0%
Women-Owned SB	\$ 2,625	3.7%	4.1%	5.0%
HUBZone SB	\$ 2,226	3.1%	3.0%	3.0%
Veteran-Owned SB	\$ 1,445	2.0%	n/a	n/a
Service-Disabled Veteran-Owned SB	\$ 501	0.7%	0.9%	3.0%

Dollars Shown in Millions

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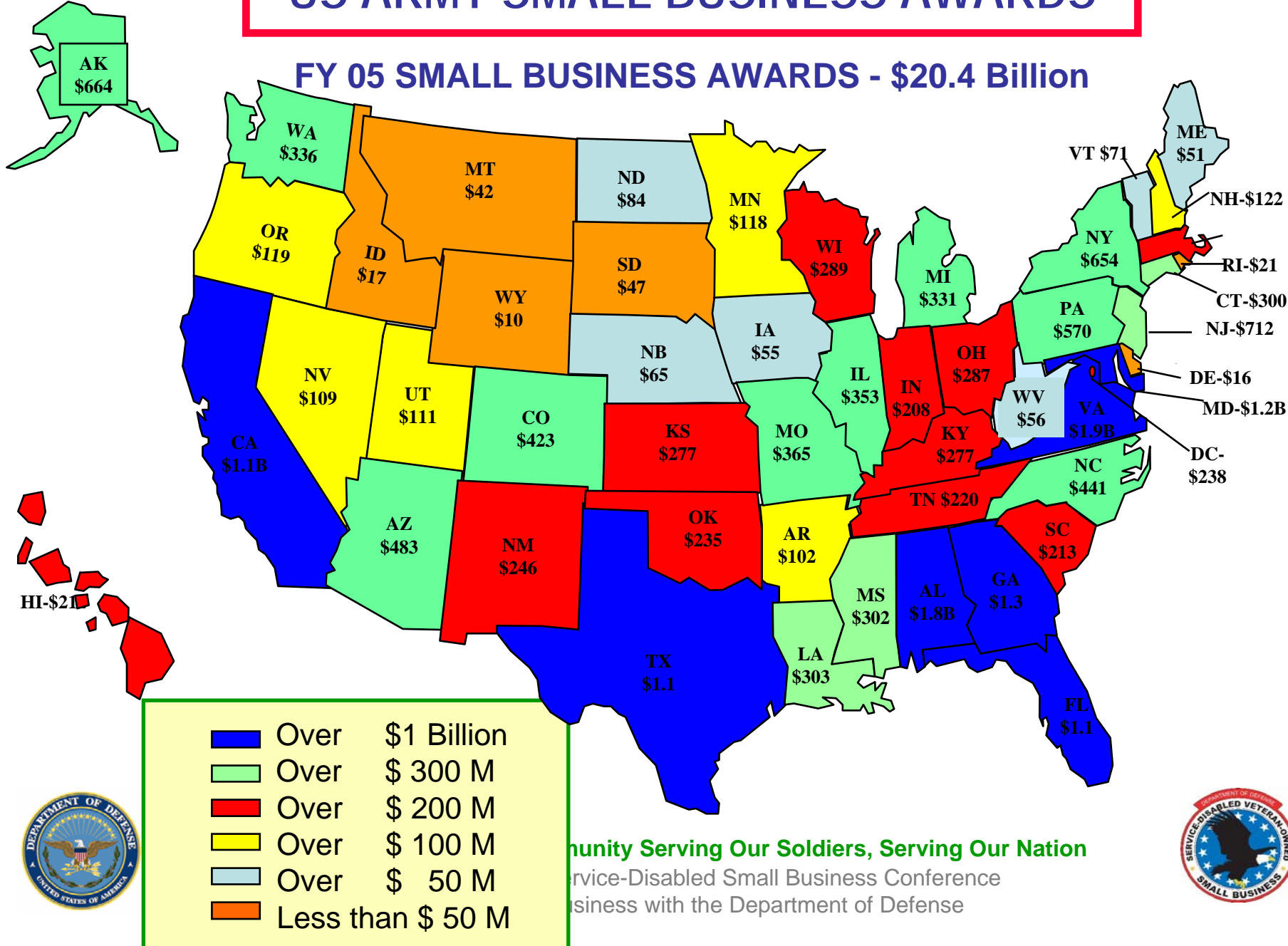
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US ARMY SMALL BUSINESS AWARDS

FY 05 SMALL BUSINESS AWARDS - \$20.4 Billion



Iraq FY06 Small Business \$\$

- **USAF - \$947,478,920.00**
- **USN - \$236,318.00**
- **USA – \$197,072,780.00**
- **Design Build - \$469,000,000.00**



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Iraq FY07 Opportunities

- **FY06 Supplemental \$1.1B**
 - **Expires Sep 07**
- **Iraq Security Forces Funds - \$3B**
 - **Expires Sep 07**
- **Economic Stability Funds - \$1B**
- **OMA-\$1.5B**



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Business Opportunities - Iraq

www.baghdadbusinesscenter.org

www.rebuilding-iraq.net

www.iraqiarmedforces.org



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